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U. S. Department of Agriculture

# Gates Cactus, Inc.

(Howard E. Gates)

CORONA, CALIFORNIA

Member California Association of Nurserymen

Member California Cactus Growers Association

*California's Largest Cactus and Succulent Nursery*

Midway Between the Desert and the Sea

PHONE CORONA 626

## WHOLESALE TERMS

Cash with order. Packed F.O.B. Corona. 50% cash advance with C.O.D. orders. Minimum: Ten plants of a kind, one hundred plants to a shipment. Less than twenty five of a kind, take the ten price scale.

## TRANSIT LOSSES

The goods are yours when delivered to the transportation company. Claims for heating, freezing, delay or poor handling must be taken up with the transporting agency.

In order that you may properly make claim upon the transportation company for transit losses, always ask the delivering agent for a bad order inspection.

## LABELING

We label with plant names only when requested.

## SYMBOLS

"RC" rooted cuttings, "S" seedlings, "P" plants.

## QUANTITY DISCOUNTS

On orders amounting to—

\$ 50.00 or more 5%    \$100 or more 10%  
\$250.00 or more 15%    \$500.00 or more 20%

Quantity discounts apply to cash or C.O.D. orders. Customers who have established account standing, will be billed at the hundred rates and the above discounts will be allowed if remittance is mailed within twenty one days of invoice date.

## SATISFACTION GUARANTEED

We guarantee quality and fair value. If not satisfied on these points return the goods at once at our expense for full refund.

**FEBRUARY PRICE LIST 1951**



## OVER THE GARDEN GATE

Away back in 1904 Cornelia R. Gates began a florist and ornamental nursery business in Anaheim, California. So I got my introduction to the nursery business there hoeing weeds amongst the flowers. Mrs. Gates was a lover of rare plants and accumulated what was considered a large collection of cactus for that period. The business though struggling for its existence at times, added substantially to the large budget necessary for a family of growing children. In the spring of 1919, I came home from the war and took over the business about six months before my mother passed on to her reward.

During the next six years I conducted it as a retail florist and nursery business. Then until New Year's in 1930 I was on the Los Angeles Wholesale Flower market handling both flowers of my own production and those of bulb growers in northern San Diego County. Those were days of long hours and plenty of hard work as well as days of valuable experience.

After disposing of the wholesale business I have been continuously in the cactus and succulent business. During the first few years I spent considerable time in collecting wild plants in our own Southwest and in Lower California, Mexico. The business was gradually changed over from collected plants to one composed entirely of growing and selling nursery grown plants.

By 1940 the business had out grown the space available in Anaheim and I moved to the present fifteen acre location near Corona. Now the place is well equipped with various types of houses and stocked with several millions of plants. During the fall and winter hundreds of flats of seeds are sown. In the spring and summer hundreds of thousands of cuttings for rooting are taken from our fields. So there is a continuous succession of stock coming on in almost assembly line style.

Of course after so many years of effort a fellow does not like to think of what might happen to the business when he is not able to carry on. To solve this problem and insure continuity of the business, incorporation was decided upon. Today incorporation is an accomplished fact and the business will be known as Gates Cactus, Inc. The business will remain under my management as long as I am able to manage it and so you may be assured of the same prompt service as in the past and an ever increasing supply of the best plants. The moderate amount of new capital gained through incorporating will be used to improve our growing facilities.

That's enough along that line, so what is ahead of us? We would all like to see into the future for the next five years as well as we can look back upon the past five. It looks as though it will be a hectic period. It appears that our war machine will be greatly built up even though we hope it never will be used. This will result in more people than ever being put to work with increasing amounts of money in circulation. Probably all of us will lose some of our best help and have to replace it with other types. Increased demands should give us all a market for all we can supply. In the spring of 1942 we sensed a coming shortage so bought up all the stock we could stretch our credit to cover. It was not enough to meet the demand.

Last spring the Union Products Inc., 511 Lancaster St., Leominster, Mass. sent us a batch of their new plastic pots. They are paper thin, brightly colored in 1 1/4 and 2" regular style pots and somewhat larger novelty shapes. They also make plastic racks to hold six of the one and a quarter inch pots. The pots are un-breakable and because of their thinness more can be grown on a bench or packed in a carton. We have given the pots a thorough work out ever since. We find they do not fade, crack, soften or stain. Furthermore plants grow in them as well or better than they do in clay pots. True they cost a little more than clay pots but their clean bright colors will make them sell much faster.

In the years to come, we wish to be known as your friendly neighbors just over the garden gates. So drop in for a friendly chat.

Howard E. Gates.

## A FEW CULTURAL POINTERS

Our plants are shipped bare root. We dry them for at least a day to remove surplus moisture before packing and thus avoid danger of sweating or rotting enroute.

When it is not convenient to plant immediately upon receipt, it is best to un-pack all plants, lay them out in flats and keep in a cool, slightly shaded place. Do not moisten plants before planting.

Soil for cactus and succulent plants should be extremely porous. If water has a tendency to stand on the surface, the soil is too tight. Transplanting losses will be reduced by planting into steam sterilized soil.

Cactus and succulents should be planted just deep enough to hold them up right. The fleshy bodied types are much more apt to rot when planted deeply.

Watering should be very moderate until plants have re-rooted. In cold weather or when plants are dormant, they should not be given much water. In warm dry weather and when plants are established and growing, they will take much more water. Usually the best rule after plants are established, is to water well whenever the soil is dry. Mammillarias bocasana and elongata, all Aloes, Pleiospilos and Stapelias are items that should be watered very sparingly when first planted. Pleiospilos, Faucarias and all other members of the Mesembryanthemum family are fall and winter growers. Many of them are dormant in the summer.

None of our plants should be planted in the full sun without hardening them to it gradually. Many items will burn easily when moved from shade to sun. In the greenhouse the plants should be shaded just enough to prevent burning. Heavy shading will cause an elongated and worthless growth.

Most items respond readily to fertilizer. Do not over do it and cause a weedy growth. We find the Delta Fertilizer Dispenser very useful in applying liquid fertilizer while watering.

The most common pests are mealy bugs, scale and thrip. We suggest using whatever you have generally found most useful for their control. A short two per cent oil spray with DDT added is effective on the scales. Oil or nicotine sprays will make white haired plants dirty. Oil sprays will take the "bloom" off of powdery coated plants. Parathion is deadly to plants of the Crassula family.

It is usually more profitable for you to sell our plants in dish gardens rather than as singly potted plants. It is similar to selling a bunch of flowers as they come from the flower market instead of making them up into corsages or center pieces.

We are sticking our neck away out. If you have had troubles in growing cactus and succulents, write us about them. We will do our best but cannot promise perfection in solving the difficulty. We have been growing cactus and succulents for over twenty years and are still learning some thing new all the time.

Come and see us while you are enjoying a trip to California. We will both enjoy the call. We think our nursery is different from anything else in the whole country.

## UNROOTED CUTTINGS

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Unrooted cuttings are not being listed at the present time as we expect to use all of the current crop for our own propagating.

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## GROUP "O" SUCCULENTS ROOTED

\$ .50 per 10, \$4.00 per 100.

*Crassula arborescens*. Jade Plant. 3-4" RC.  
*Crassula cultrata*. Bushy, with colorful leaves. 2-3" RC.  
*Crassula hybrid* No. 1. Fawn Ears. Small thick leaves, bushy. 2-3" RC.  
*Crassula hybrid* No. 2. Teaspoon. Medium sized, spoon shaped thin leaves of a reddish bronze tinge. 2-3" RC.  
*Crassula pagoda*. 2-3" RC.  
*Crassula periorata*. String O' Buttons.  
*Crassula rupestris*. Bead Vine. 2-3" RC.  
*Crassula tetragona*. Oriental Pine. Tiny branching trees with leaves arranged in four rows. 2-4".  
*Hereroa nelii*. Shriner's Plant, Moose Horns 1 1/2-2 1/2" S.  
*Kalanchoe fedtschenkoi*. Burnished blue leaves. Coral flower at Easter. 2-3" RC.  
*Kalanchoe somaliense*. Broad bluish leaves, tinted with rosy red. 2-3" RC.  
*Sedum guatemalense*. Christmas Cheer. Erect with fat bean shaped leaves often highly tinted with red. 2-3" RC.  
*Sedum pachyphyllum*. Jelly beans. Erect with fat blue-green leaves bearing red tips. 2-3" RC.  
*Stomatium (Mesem) agninum*. Sheep's Tongue, Rosettes of triangular fleshy leaves. Blooms freely in the fall. 1 1/2-2 1/2" RC.  
 Sunrise Collection consisting of the above kinds and such others that may be available in this price group.

## GROUP "A" CACTUS ROOTED

\$ .60 per 10, \$5.00 per 100.

*Cactus Dog Tails*. *Harrisias*, *Cleistocactus*, *Eriocereus* and similar suitable types grown especially for use as animal tails. Assorted seedling and rooted cuts. 2-3" high.  
*Cereus peruvianus*. Tall, columnar 2-3" S.  
*Chamaecereus sylvestrii*. Peanut Cactus. 2-3" RC.  
*Echinopsis hybrid*. Easter Lily Cactus. Globular hybrid Seedlings 1-1 1/2".  
*Eriocereus (Harrisia) regelli*. Similar in habit to *Harrisia martinii* but bears pale pink night blooming flowers when old. 2-3" S.  
*Monvillea diffusa*. Tall columnar with many soft spines, slender. 2-3" S.  
*Opuntia basilaris*. Beaver Tail. 2-3 1/2" RC.  
*Opuntia Boxing Glove*. Cylindrical plants that grow into odd shapes. 2-3" RC.  
*Opuntia microdasys* miniature. Specially grown small pads for miniature work. 1 1/2-2 1/2".  
*Opuntia monacantha*. Small green pads. 2-4" RC.  
*Opuntia vilis*. Dwarf Tree Cactus. Bushy branched little trees that are very useful. 2-3" RC.  
*Trichocereus spachianus*, White Torch Cactus 1 1/2-2" C.

## SUCCULENTS ROOTED

\$ .60 per 10, \$5.00 per 100.

*Agave deserti*. Broad gray leaves 3" S.  
*Aloe beguinii*, Pearl Aloe 1 1/2-2" RC.  
*Aloe humilis brevifolia*. 1 1/2-2" RC.  
*Aloe humilis globosa*. Crocodile Aloe. Incurving, gray green, toothed leaves. Smaller than *Brevifolia*. 1 1/2-2" RC.  
*Aloe hum-vir*. Needle Aloe. Erect rosettes of tapering, almost round light green leaves. A very fine hybrid. 2-3" RC.  
*Aloe mitriformis*. Blue and Gold Aloe. Bluish leaves with yellow teeth. 2-3" S.  
*Aloe nobilis*. Broad green leaves with yellowish teeth. 1 1/2-2" RC.  
*Aloe striata*. Broad vari-colored leaves, tooth less. 2-3" S.  
*Echeveria* assorted. 2-3" RC.  
*Faucaria* assorted. Mixed Tiger Jaws. 1 1/2-2" P.  
*Faucaria sulrueteria*. Rainbow Tiger Jaws. 1 1/2-2" P.  
*Gasteria hybrids*. Duck Wings, Bow Tie, Ox Tongue. Thick leaves arranged in opposition. We have a fine crop coming on. Our stock is free from the black spot that often is found on plants from the coastal area. 1 3/4-2 1/2".  
*Greenovia aurea*. Irish Rose. Green leaves in rosettes which often look like half open rose buds. 1 1/2-2" RC.  
*Pleiospilos bolusii*. Split Rock from Africa. 1 1/2".  
*Pleiospilos neli*. Cleft Stone. A more globular and compact species. 1-1 1/4" S.  
*Sempervivum calcareum*. Gray rosettes with reddish margins. 1 1/2-2" RC.  
*Stapelia variegata*. Spotted Toad Flower. Branched. 2-3" S.  
*Stomatium fulleri*. A clustering Baby Tiger Jaw with thick gray leaves. Toothed. 2" clusters.  
 Sunset Collection is composed of all types of plants in Group "A" and such others of this price range that may be available.

## GROUP "B" CACTUS

\$ .85 per 10, \$7.50 per 100.

*Cephalocereus collinsii*. Stout, columnar, with yellow spines. 1 1/2-2" S.  
*Cephalocereus palmeri*. Very similar to *C. collinsii*. 1 1/2-2" S.  
*Cereus peruvianus monstrosus*. Quaintly gnarled plants. 2-3" S.  
*Cleistocactus Straussii*. Silver Torch. Columnar covered with weak silvery spines. 2-3" S.  
*Echinocactus grusonii*. Golden Ball. 1-1 1/2" S.  
*Echinopsis* assorted. Easter Lily Cactus. Globular plants, very large flowers. 2" RC.  
*Echinopsis calochlora*. Shining yellow green balls with yellow spines. 1-1 1/2" P.  
*Ferocactus rectispinus*. Hat Pin Cactus. When older produces very long straight spines. 1-1 1/2" S.  
*Ferocactus townsendianus*, Cape Barrel Cactus, globular 1 1/4-1 1/2" S.  
*Lemaireocereus dumortieri*. Deeply ribbed stout columns. White spines. 1 1/2-2" S.  
*Lobivias* assorted. Good flowering types. 1-1 1/2" S.  
*Lobivia binghamiana*. Stout globular clustering plants. Red flowers. 1 1/4-1 1/2" RC.  
*Lobivia drijveriana*. Sub-columnar. Short spined. Yellow flowers. 1-1 1/2" S.  
*Lobivia tamatimensis*. Sub-columnar, short spined. Various flower colors. 1-1 1/2" S.  
*Lobivia haageana*. Sub-columnar, short spined, yellow flowers. 1-1 1/2" S.  
*Lobivia wegheiana*. Globular, long spined, lilac flowers. 1-1 1/2" S. 1 1/2-2 1/2" P.  
*Mammillarias* assorted. Mostly in the globular types, named if requested. 1-1 1/2" S.  
*Mammillaria bocasana*. Powder Puff Ball. Globular, covered with white silky hair. 1-1 1/2" S.  
*Mammillaria dolichocentra*. Ruby Dumpling. Globular with short brown spines. 1-1 1/2" S.  
*Mammillaria echinaria*. Golden Spines. Stout than *Elongata* with yellow central spines. 1 1/2-2" S.  
*Mammillaria elongata*. Golden Stars. Columnar with yellow spines. 1-2" RC.  
*Mammillaria durispina*. Globular, short stout spines, carmine flower. 1 1/4-1 1/2" S.  
*Mammillaria parkinsonii*. Owl Eyes. Globular with clusters of white spines. 1-1 1/2" S.  
*Mammillaria polyhele*. Globular, rose flowers. 1-1 1/2" S.  
*Mammillaria magnimamma*... Hemispherical, very large tubercles, appressed, curved spines, light yellow flower. 1" S.  
*Mammillaria rhodantha chrysacantha*. Globular with weak yellow to brown spines. 1-1 1/2" S.  
*Mammillaria vaupellii*. Globular, vari-colored light spines. 1-1 1/2" S.  
*Opuntia Baja Calif. No. 1* 3-5" RC.  
*Opuntia Boxing Glove* 3-5" RC.  
*Pachycereus pecten-aboriginum*. Tall columnar. Spiny. 2" S.  
*Pachycereus pringlei*. Heavy columnar. Spiny. 2" S.  
*Peniocereus greggii*. Arizona Queen of Night. Very dark, slender, square branch. 2-3" S.  
*Zygocactus* variety. Thanksgiving Cactus. Crab's claw joints, early bloomer, pink with light throat. 3" RC.  
*Zygocactus truncatus*. Christmas Cactus. Tape worm joints, pink flower. 3" RC.  
 Little Jewell Collection is composed of the small types of the above group and a number of other choice 1-1 1/2" seedlings.

## SUCCULENTS

\$ .85 per 10, \$7.50 per 100.

*Agave victoriae-reginae*. 3-4" P.  
*Aloe aristata*. A choice rare plant. 1 1/2-2" S.  
*Aloe hum-vir*. Needle Aloe. Larger plants, sometimes clustered. 3" RC.  
*Aloe mitriformis*. Blue & Gold Aloe. Broad blue leaves with yellow teeth. 3" RC.  
*Dyckia sulphurea*. Rosettes, shining, toothed leaves. 2-3" S.  
*Faucaria sulrueteria*. Rainbow Tiger Jaw. 2-3" P.  
*Gasteria hybrids*. 2-3 1/2" RC.  
*Pleiospilos bolusii*. Extra large Living Rocks. 2-3" P.  
*Pleiospilos neli*. Extra large, Cleft Stones. 2-3" P.  
*Yucca peninsularis*. Rosettes, tall, slender gray-green leaves. 4-5" S.  
 Our Golden West Assortment is composed of the larger types in this price group. They are suitable for 2 1/2-3 1/2" pots. All cactus, all succulents or mixed will be shipped as requested.

Please Turn Over



## GROUP "C"

\$1.20 per 10, \$10.00 per 100.

- Aloe aristata*. The Aristocrat. Thin leaves, white dots, tiny teeth. 2-3" S.  
*Astrophytum capricorne*. Few papery twisted spines, yellow flower, red throat. 1-1½" S.  
*Astrophytum myriostigma*. Bishop's Cap. Spineless, covered with white dots, yellow flower. 1¼-1½" S.  
*Astrophytum ornatum*. Star Cactus. A spiny Bishop's Cap, lemon yellow flowers. 1½" S.  
*Ceropegia woodii*. Heart Leafed Rosary Vine. Variegated leaves. Very odd flower. Pot grown plants. 3-6" branches.  
*Cleistocactus straussii*. 3-4" P.  
*Crassula arborescens variegata*. Variegated jade plant. Stout, branched 3" RC.  
*Echinopsis hybrids*. 2½" P.  
*Echinopsis multiplex*. Pink Easter Lily Cactus. 2½" P.  
*Gymnocalycium saglionae*. Globular, heavy tubercles, brown spines. 1½" S.  
*Kalanchoe tomentosa*. Panda Plant. Broad gray felted leaves edged with brown spots. 2½-3½" P.  
*Lobivias* assorted. 2" P.  
*Lobivia backebergii*. Globular, green plants, medium twisted spines, carmine flower, 1½-2" P.  
*Lobivia binghamiana*. Green globular, small plants produce vivid red flowers. 1½" RC.  
*Mammillaria bocasana*. Powder Puff. 2" P.  
*Mammillaria celsiana*. Globular, covered with short cream colored spines. 1-1½" S.  
*Mammillaria compressa*. Hemispherical, clustering plant. 1½-2" RC.  
*Mammillaria dolichocentra*. Blooming size. 1½-2" S.  
*Mammillaria echinaria*. Very fine. 3" P.  
*Mammillaria elongata*. 2-3" P.  
*Mammillaria hahniana*. Old Lady Cactus. Globular, white spined with  
*Mammillaria new white*. Biscuit shaped, covered with very short white spines, pink flowers. 1-1½" S.  
*Mammillaria perbella*. Slow growing globular type, very short light spines, carmine flower. 1-1½" S.  
*Mammillaria rhodantha chrysacantha*. 2" P.  
 Clustering, globular, light green plant, soft light colored spines with one tiny hooked brown central. Flowers flesh colored. 2" P.  
*Notocactus scopa*. Globular, silvery white spines, often reddish tipped. 1-1¼" S.  
*Pleiospilos bolusii*. Specimen plants.  
*Pleiospilos nelii*. Specimen plants.  
 Our Royal Assortment contains the above items and such others of this price group as we may have in stock.

## SPECIAL ITEMS FOR COLLECTORS

- Agave victoriae reginae*. Beautifully marked blunt leaves, no teeth, short spine. Field grown. 4-5" P. Per 10 \$2.00. 5-6" P. Per 10 \$3.00.  
*Agave picta*. A wonderful pot plant. Compact, forming many gray and white variegated leaves bearing small black teeth and terminal spine. Seedlings or offsets from field stock plants. Per 10 \$1.50.  
*Aloe aristata*. An aristocrat of this family. 3-4" P. Per 10 \$1.50.  
*Cleistocactus straussii*. 6-8" P. Per 10 \$2.00.  
*Echinocereus longispinus*. Stout heads, soft white to brown spines, large pink flower 2" S. Per 10 \$1.50.  
*Echinopsis mirabilis*. Very dark columnar plants, slender tubed nocturnal flowers. 2" P. Per 10 \$1.50.  
*Euphorbia obesa*. A ball shaped plant that collectors are always seeking. 1-1½" P. Per 10 \$2.50.  
*Fouquieria peninsularis*. (Diguettii). Ocotillo from Lower California. Spiny branches resembling *Euphorbia splendens*. 3-4" S. Per 10 \$1.50.  
*Gymnocalycium saglionae*. 2" P. Per 10 \$2.00.  
*Myrtillocactus geometrizans*. Columnar, beautiful blue branches. 4-6" P. Per 10 \$1.50.  
*Opuntia boxing glove crests*. Fantastically shaped fans. 3-5" P. Per 10 \$1.50.  
*Opuntia ursina*. White hairy spined Grizzly Bear. 3-5" RC. Per 10 \$1.50.